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MARVIN A. FARR, President. **HENRY FOWLER, Secretary and Manager.** **ALONZO W. HAIGHT, Eastern Manager.**

JOHN W. G. COFRAN,

PRESIDENT OF THE WESTERN "UNION" OF FIRE UNDERWRITERS.

THE RECENT ELECTION OF THE WESTERN MANAGER OF THE HARTFORD FIRE AS CHIEF EXECUTIVE OF THE WESTERN "UNION" CONFERS OFFICIAL RECOGNITION UPON ONE WHO HAS NOW FOR SOME YEARS BEEN A FORCEFUL PERSONALITY IN WESTERN FIRE UNDERWRITING. ALTHOUGH FIFTY YEARS OF AGE, MR. COFRAN LOOKS TEN YEARS YOUNGER. HE POSSESSES THE ESSENTIAL QUALITIES OF LEADERSHIP, COURAGE, PERSISTENCE AND STRONG WILL, CHARACTERISTICS WHICH HAVE NOT ONLY BROUGHT HIM TO THE FRONT IN THE WESTERN "UNION," BUT HAVE GIVEN HIM A POSITION OF GREAT INFLUENCE IN THE CHICAGO UNDERWRITERS' ASSOCIATION OF WHICH HE IS ALSO A MEMBER. WITH THE DEVELOPMENT OF OTHER QUALITIES COMING TO HIM THROUGH THE OCCUPATION OF HIS OFFICIAL POSITION, MR. COFRAN'S WORK FOR THE GENERAL INTERESTS OF FIRE INSURANCE IN THE WEST SHOULD BECOME NOTABLE. ELSEWHERE IN THIS NUMBER WE PRESENT A PERSONAL SKETCH COVERING HIS CAREER AND CHARACTER BY T. R. WEDDELL.